

AUGUST 2010

OTEK[®]

Up2date

OTEK Up2date is from the team at Ozone Technologies. We thought it would be useful to share some of the issues we are facing as a business thinking that they are probably just as relevant for you. We also thought you might be interested in keeping up to date with what's happening in our business.

PROFITABILITY THREATENED BY RISING POWER COSTS

There aren't many things in life that are a sure bet, but rising utility costs would definitely be one of them, with electricity being the worst offender.

Over the last few years, it's been like a nagging pain that won't go away, but the reality is here to stay – power bills are only going to go one way; up. It started with a slow creep that accelerated quickly - a jump of 20% in the last 6 months to December last year. And you can expect between 20% and 42% increases over the next 3 years. Industry commentators suggest that these figures might have been worse (46% & 60%) had the Emissions Trading Scheme gone ahead in its proposed form.

So why on earth is this happening? Interestingly, it's not just the cost of the actual power supply that is forcing these increases. The biggest cause of higher electricity prices is the high capital cost of

increased investment needed in building and upgrading electricity networks – investment that is critical to guarantee supply reliability. Peak demand for power is fast outgrowing baseload demand largely driven by increased air conditioner usage. In real terms, this needs an investment of at least \$100 billion in the next 10 years just to meet growing demand and replace ageing infrastructure.

Network costs already make up about half the final electricity bill for most businesses and will no doubt increase. This means that these price increases are not going away – it is a fundamental change in what we have been paying for energy and businesses need to accept it and find ways of adapting to the new environment. Below are a few thoughts on how to reduce your energy bills.

REDUCING YOUR ENERGY BILLS (and your CO2 emissions)

- ☀ Consider a review of any old air conditioning systems. New high efficiency systems can reduce heating and cooling costs by up to 40 per cent.
- ☀ Switch to compact fluorescent lighting so you can cut lighting electricity use by up to 75%.
- ☀ Apply for the Energy Efficiency for Small Business Program (in NSW) this could result in a rebate of up to \$5000 to offset any costs incurred to implement energy saving initiatives.
- ☀ Turn off equipment when not in use – sounds simple but standby power usage really adds up.
- ☀ Turn off any unnecessary lights.

LATEST NEWS

HUGE SAVINGS REALISED...

Christopher Curtin, the owner of Inverell Sapphire City Commercial Laundry said: "I am happy with OTEK because everything is nice & bright and a lot softer; our customers have noticed the difference. It has cut our costs in chemical, hot water and electricity. It cut costs in our drying and I didn't believe that could happen.

The savings is the reason for us going with the OTEK system. It is very important to us with electricity costs going up. At the end of the day the product did what it was supposed to do."

BEST EVER EMPA RESULTS...

We've also been busy installing new systems at the laundries in NSW Correctional Facilities after winning the government tender. Whilst all the sites are enjoying the results of the new system, Steve Moloney, the chemical laundry specialist from Diversey, reports that "the EMPA (the global standard for wash tests) swatch results when using OTEK were the whitest I have ever received from a test at the goal which I didn't expect.

SOFTTEST LINEN WE'VE HAD...

Glennis Croft, Hotel Services Manager at H N McLean Retirement Village in Inverell NSW told us: "The biggest thing I noticed was how bright & soft the linen was. The girls are not getting rough hands when folding

and that means the Residents will have no irritations from the linen. Reduced chemicals and reduced washing & drying times are also a benefit.

We are trialling different hours and the girls are coping really well. The service & training was a big help."



H.N. McLean Retirement Village

NEW TEAM MEMBER...

We are a business built on innovation which means it's really important for us to employ the right people as our business grows. So we're really happy to introduce you to Dean Constable our newest team member. His impressive background and experience in the laundry industry is already proving to be a real asset to us and more importantly to our customers. Dean is an expertly qualified laundry specialist having spent the last 6 years at Johnson Diversey and then Ecolab who are the largest suppliers of chemicals to on premise and commercial laundries.

This knowledge goes a long way with helping to achieve the best wash results out of the washing machine programmes, chemicals

and the teams that run them. It also means that he has been a very close observer of the introduction of Ozone Technologies and their positive impact on the laundry.

The main reason he has joined us is his firm belief that ozone is where the future is in laundries for the superior laundry results, financial savings to the customer and the fact that it saves huge amounts of water and helps to seriously reduce greenhouse gases.

WELCOME TO OUR NEW CUSTOMERS...

It's been a busy few months looking after our customers and welcoming many new ones and we'd like to take this opportunity to say thanks to the following companies who've joined us since our last newsletter.

- * Deluxe Laundry Services
- * The Whiddon Group-2 homes
- * Narrabri & Wee Waa
- * Storm Retirement Village
- * Upper Jindalee Nursing Home
- * Laurieton Lakeside Aged Care
- * Weeroona Nursing Home
- * Bernard Chan Nursing Home
- * Chow Cho Poon Nursing Home
- * Cooinda Nursing Home & Hostel
- * Crest View Caravan Park
- * Garden View Nursing Home